

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**APRIL 20, 2005, 9:00 A.M.**  
**AGENDA**

**I. FINANCIAL & ADMINISTRATIVE REPORTS**

1. Financial Reports
  - A. Weekly, Y-T-D Sales Reports
  - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

**II. MARKETING & SALES REPORTS**

1. Store Operations
  - A. Recommendation for Hours of Operation, Store #12, Center Harbor
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
  - 1) Test Market Products:
    - a. Test Market Request (Malibu Passion Fruit Rum)
    - b. Test Market Result (Codes #5306, #5310 & #3927)
  - 2) Recommended Price Reduction – Delisted Products
  - 3) One Time Buy Request (Sauza Blanco Margarita Kit)
  - 4) June Special Offers:
    - a. 7 unmatched items – M.S. Walker N.H.
    - b. 3 additional items – Horizon Beverage Company
    - c. 192 items – United Beverages, Inc.
    - d. 48 unmatched items – United Beverages, Inc.
- B. WINES:
  - 1) Special Offers for June 2005:
    - a. 54 items – M.S. Walker N.H.
    - b. 4 items – R.P. Imports
    - c. 55 items – E & J Gallo Winery
    - d. 144 items – United Beverages, Inc.
  - 2) Store Tastings (Global Wines)
  - 3) Vincent Girardin 2003 Burgundy Order
  - 4) Toasted Head Red
  - 5) Close Outs (2 items – United Beverages, Inc.)
  - 6) Primary Source Submissions (11 primary source; 4 exclusive agent; 51 imported)

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Page 2

**III. ENFORCEMENT & LICENSING REPORT**

**IV. CHAIRMAN'S REPORT & LATE ITEMS**

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford